

REP HEADLINE# 6295952 TRF# E:120824  
\$\$\$ MOD# 1: UNAPPROVED REV #1 \$\$\$

REP: TEL# 703-516-9399  
CREDIT ADVISORY: AGENCY  
ORDER WORKSHEET

FAX# 703-516-9680  
CREDIT RISK !!!  
HARRIS REPORT FROM REP  
\*\*CHANGES\*\*  
SEP19/12 19.26  
\*\*\* WFLA-TV \*\*\*

ADV # ADV. NAME FOLIE NELSON/D/SEN/FL  
AGY # AGY. NAME BEAR HUTTON MEDIA

REP. # OFF. # SALESMAN #  
BUYER NAME SHELLI HUTTON  
SALES PRSN WA- MEGHAN MCGARR (H)

6190 GROVEDALE COURT, SUITE 200  
ALEXANDRIA, VA 22310

ORDER # CONTRACT # 6295952

CLASS: NATL. LOCAL REGIONAL

PRDCT BILL NELSON FOR SEN. EST#487 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES SEP14/12 SEP17/12 WK-1

CITY TAX STATE TAX CO-OP BILLING NEEDED DATE SEP19/12 19.26

REP: REVISION  
SPOTS CANCELED ON LN'S 4,14,16,20  
NEW TIT. \$13,375  
\$2,850 MOVED TO HDLN #6187121  
PLEASE CONFIRM  
THANKS! BRIAN FOR MEGHAN

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*  
BILL NELSON FOR SENATE, 30 MIN SEP

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS/WK	WEEK INVT	DAYS	TOTL SPTS
4	S		900A-1000A	30		\$275.00	9/12	9/12	0		WED	0
PROGRAM : TODAY SHOW II												
14	S		700P-815P	30		\$1,700.00	9/16	9/16	0		SUN	0
PROGRAM : FTBL NIGHT IN AMER												
16	S		1100P-1130P	30		\$625.00	9/17	9/17	0		MON	0
PROGRAM : 11P NEWS												

AGENCY ADVERTISER CODE =  
AGENCY PRODUCT CODE =  
AGENCY EST# = 487

REP HEADLINE# C295952 TRF# E:120824  
 \$\$\$ MOD# 1: UNAPPROVED REV #1 \$\$\$

REP: TEL# 703-516-9399 FAX# 703-516-9680  
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
 ORDER WORKSHEET HARRIS REPORT FROM REP  
 \*\*CHANGES\*\* \*\*\* WFLA-TV \*\*\*

LINE#	REF	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
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20	S		800A-900A	30		\$250.00	9/16	9/16	0		SUN	0
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PROGRAM : SUN TODAY SHOW

SEP/12 13375.00

CONTRACT TOTAL 13375.00  
 TOTAL SPOTS 29

COMPETITIVE INFORMATION NOT YET AVAILABLE.

SVC- NSI  
 DEMOS- RA35+\*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME

P-CLASS,PLAN,SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS \*-MULTIPLE

Abar Hutton Media  
6190 Grovedale CT #200  
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL  
Submission Number 775 Issue 1



WFLA-TV  
P.O. Box 1410  
Tampa, FL 33601

PHONE (813) 228-8888

Client:	Bill Nelson/ D/ State Senate/ FL	Submission Cost:	13375	Campaign Ref:	E:120824115
Buyer:	FL	Client/Product/Estimate:	. / . / 487	Sales Rep:	HRP Washington, DC
Schedule Dates:	09/10/12 to 09/23/12	Weeks:	2	Order Ref:	06295952
Est./PO Number:	06295952	Contract type:	Political	Business Type:	POLITICAL
Associated Copies:	No			Business Category:	Transactional

Product:	Bill Nelson For Sen.	Booking Group:	WFLA	Key Market:	Tampa-St. Petersburg, FL
Demographic:	(L) Household	Order:			

Ref	Sales Product Details	Rev Type	Rate	Spot Type	09/10	09/17	Total	Cost
1	M-F 6a News ...TF..	06	325	30 Comme	Nbr of Spots	2	2	650
2	M-F 7a Today Show ..WTF..	06	450	30 Comme	Nbr of Spots	3	3	1350
3	M-F 7a Today Show M.....	06	450	30 Comme	Nbr of Spots	1	1	450
4	M-F 9a Today Show II ..W....	06		30 Comme	Nbr of Spots	1	1	275
5	M-F 9a Today Show II M.....	06	275	30 Comme	Nbr of Spots	1	1	275
6	M-F 4p Dr Oz ...T...	06	300	30 Comme	Nbr of Spots	1	1	300
7	M-F 530p News ..WTF..	06	450	30 Comme	Nbr of Spots	3	3	1350
8	M-F 530p News M.....	06	450	30 Comme	Nbr of Spots	1	1	450
9	M-F 6p News ...T...	06	600	30 Comme	Nbr of Spots	1	1	600
Weekly Totals: Total Spots(Ord Spots)					25	4	29	
Closed PR					3	1	4	

Abar Hutton Media  
6190 Grovedale CT #200  
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL  
Submission Number 775 Issue 1



WFLA-TV  
P.O. Box 1410  
Tampa, FL 33601

PHONE (813) 228-8888

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Buyer:	FL	Client/Product/Estimate:	. / . / 487	Sales Rep:	HRP Washington, DC
Schedule Dates:	09/10/12 to 09/23/12	Weeks:	2	Order Ref:	06295952
Est./PO Number:	06295952	Contract type:	Political	Business Type:	POLITICAL
Associated Copies:	No			Business Category:	Transactional

Ref	Sales Product Details	Rev Type	Rate	Spot Type	09/10	09/17	Total	Cost
10	M-F 630p ET / 530p CT NBC Nightly News ..W.F..	06	1000	30 Comme	Nbr of Spots 2		2	2000
11	M-F 7p News ..WT...	06	500	30 Comme	Nbr of Spots 2		2	1000
12	M-F 7p News M.....	06	500	30 Comme	Nbr of Spots 1		1	500
13	M-F 730p Entertainment Tonight ...TF..	06	500	30 Comme	Nbr of Spots 2		2	1000
14	Sun 7p ET / 6p CT Football Night in America .....S	06		30 Comme	Nbr of Spots Closed PR		1	
15	M-Su 11p News ..W.F..	06	625	30 Comme	Nbr of Spots 2		2	1250
16	M-Su Late News Late Run .....S	06	625	30 Comme	Nbr of Spots 1		1	625
17	M-Su 11p News M.....	06		30 Comme	Nbr of Spots Closed PR	1	1	
18	M-F 1135p ET / 1035p CT Tonight Show ..W.F..	06	325	30 Comme	Nbr of Spots 2		2	650
19	Sat 9a News .....S	06	150	30 Comme	Nbr of Spots 1		1	150
20	Sat 7a Today Show	06	250	30 Comme	Nbr of Spots 1		1	250
Weekly Totals: Total Spots(Ord Spots)					25	4	29	
Closed PR					3	1	4	

Abar Hutton Media  
6190 Grovedale CT #200  
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL  
Submission Number 775 Issue 1



WFLA-TV  
P.O. Box 1410  
Tampa, FL 33601

PHONE (813) 228-8888

Client:	Bill Nelson/ D/ State Senate/ FL	Submission Cost:	13375	Campaign Ref:	E:120824115
Buyer:	FL	Client/Product/Estimate:	. / . / 487	Sales Rep:	HRP Washington, DC
Schedule Dates:	09/10/12 to 09/23/12	Weeks:	2	Order Ref:	06295952
Est./PO Number:	06295952	Contract type:	Political	Business Type:	POLITICAL
Associated Copies:	No			Business Category:	Transactional

Ref	Sales Product Details	Rev Type	Rate	Spot Type	09/10	09/17	Total	Cost
21	Sun 8a Today Show .....S.	06		30 Comme				
				Nbr of Spots				
				Closed PR	1		1	
22	Sun 9a News .....S	06	150	30 Comme				150
				Nbr of Spots	1		1	
23	Sun 6p News .....S	06	375	30 Comme				375
				Nbr of Spots	1		1	

Weekly Totals: Total Spots(Ord Spots) 25 4 29  
Closed PR 3 1 4

Pre-emption Summary

Ref	Sales Product	Spot Type	Pre-empt Date	Status	Pre-empt Value	Makegood Line(s) (Dates)	Makegood Ref	Campaign Ref
4	M-F 9a Today Show II	:30 Commercial	09/10/12	Closed Pre Emption	275.00	No Makegood / Credit	0000000000	E:120824115
14	Sun 7p ET / 6p CT Football Night In America	:30 Commercial	09/10/12	Closed Pre Emption	1,700.00	No Makegood / Credit	0000000000	E:120824115
17	M-Su 11p News	:30 Commercial	09/17/12	Closed Pre Emption	625.00	No Makegood / Credit	0000000000	E:120824115
21	Sun 8a Today Show	:30 Commercial	09/10/12	Closed Pre Emption	250.00	No Makegood / Credit	0000000000	E:120824115

Grand Totals

		Month 9 Weeks: 5	
Totals		09/10	09/17
Spots	29	25	4
Cost	13375	11700	1675

Grand Totals:

Spots: 29  
Gross Total: 13,375.00

Commission: 2,006.25  
Net Total: 11,368.75

Local

REP HEADLINE# 6295952  
\*\*\* ORIGINAL REV#0 \*\*\*

REP: TEL# 703-516-9399 FAX# 703-516-9680  
CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
ORDER WORKSHEET HARRIS REPORT FROM REP  
AUG23/12 17.17  
\*\*\* WFLA-TV \*\*\*

ADV # ADV. NAME POLI/B NELSON/D/SEN/FL REP. # OFF. # SALESMAN #  
AGY # AGY. NAME ABAR HUTTON MEDIA BUYER NAME SHELLI HUTTON

6190 GROVEDALE COURT, SUITE 200 SALES PRSN WA- MEGHAN MCGARR (H)  
ALEXANDRIA, VA 22310

ORDER # CONTRACT # 6295952 CLASS: NATL. LOCAL REGIONAL

PRDCT BILL NELSON FOR SEN. EST#487 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES SEP12/12 SEP17/12 WK-1

CITY TAX STATE TAX CO-OP BILLING NEEDED DATE AUG23/12 17.17

REP: NEW ORDER  
REPLACES ORDER 6186981  
TOTAL \$16,225 @ 33X  
PLEASE CONFIRM  
THANKS! ASHLEY FOR MEGHAN

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*  
BILL NELSON FOR SENATE, 30 MIN SEP

9/11/12

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
1			600A-700A	30		\$325.00	9/13	9/14	2		TH-F	2
PROGRAM : 6A NEWS												
2			700A-900A	30		\$450.00	9/12	9/14	3		W-F	3
PROGRAM : TODAY SHOW												
3			700A-900A	30		\$450.00	9/17	9/17	1		MON	1
PROGRAM : TODAY SHOW												

AGENCY ADVERTISER CODE =  
AGENCY PRODUCT CODE =  
AGENCY EST# = 487

8/29/12 FCC (CB)

REP HEADLINE# 6295952  
 \*\*\* ORIGINAL REV#0 \*\*\*

REP: TEL# 703-516-9399 FAX# 703-516-9680  
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
 ORDER WORKSHEET HARRIS REPORT FROM REP

AUG23/12 17.17  
 \*\*\* WFLA-TV \*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
4			900A-1000A PROGRAM : TODAY SHOW II	30		\$275.00	9/12	9/12	1		WED	1
5			900A-1000A PROGRAM : TODAY SHOW II	30		\$275.00	9/17	9/17	1		MON	1
6			400P-500P PROGRAM : DR OZ	30		\$300.00	9/13	9/13	1		THU	1
7			530P-600P PROGRAM : 530P NEWS	30		\$450.00	9/12	9/14	3		W-F	3
8			530P-600P PROGRAM : 530P NEWS	30		\$450.00	9/17	9/17	1		MON	1
9			600P-630P PROGRAM : 6P NEWS	30		\$600.00	9/13	9/13	1		THU	1
10			630P-700P PROGRAM : 630P NEWS	30		\$1,000.00	9/12	9/14	2		W,F	2
11			700P-730P PROGRAM : 7P NEWS	30		\$500.00	9/12	9/13	2		W-TH	2
12			700P-730P PROGRAM : 7P NEWS	30		\$500.00	9/17	9/17	1		MON	1
13			730P-800P PROGRAM : ET	30		\$500.00	9/13	9/14	2		TH-F	2
14			700P-815P PROGRAM : FTBL NIGHT IN AMER	30		\$1,700.00	9/16	9/16	1		SUN	1
15			1100P-1130P PROGRAM : 11P NEWS	30		\$625.00	9/12	9/16	3		W,F,SU	3

1130P-12M  
 due NFL



REP HEADLINE# 6295952  
 \*\*\* ORIGINAL REV#0 \*\*\*

REP: TEL# 703-516-9399 FAX# 703-516-9680  
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
 ORDER WORKSHEET HARRIS REPORT FROM REP

AUG23/12 17.17  
 \*\*\* WFLA-TV \*\*\*

LINE#	REP	CT	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
16			1100P-1130P	30		\$625.00	9/17	9/17	1		MON	1
PROGRAM : 11P NEWS												
17			1130P-1230A	30		\$325.00	9/12	9/14	2		W/F	2
PROGRAM : TONIGHT SHOW												
18			900A-1000A	30		\$150.00	9/15	9/15	1		SAT	1
PROGRAM : SAT 9A NEWS												
19			700A-900A	30		\$250.00	9/15	9/15	1		SAT	1
PROGRAM : SAT TODAY SHOW												
20			800A-900A	30		\$250.00	9/16	9/16	1		SUN	1
PROGRAM : SUN TODAY SHOW												
21			900A-1000A	30		\$150.00	9/16	9/16	1		SUN	1
PROGRAM : SUN 9A NEWS												
22			600P-630P	30		\$375.00	9/16	9/16	1		SUN	1
PROGRAM : SUN 6P NEWS												
SEP/12 16225.00												
											CONTRACT TOTAL	
											TOTAL SPOTS	
											16225.00	
											33	

COMPETITIVE INFORMATION NOT YET AVAILABLE.

SVC- NSI  
 DEMOS- RA35+\*

Abar Hutton Media  
6190 Grovedale CT #200  
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL  
Submission Number 752 Issue 1



WFLA-TV  
P.O. Box 1410  
Tampa, FL 33601  
PHONE (813) 228-8888

Original

Client:	Bill Nelson/ D/ State Senate/ FL	Submission Cost:	16225	Campaign Ref:	E:120824115
Buyer:	FL	Client/Product/Estimate:	. / .487	Sales Rep:	HRP Washington, DC
Schedule Dates:	09/10/12 to 09/23/12	Weeks:	2	Order Ref:	06295952
Est/PO Number:	06295952	Contract type:	Political	Business Type:	POLITICAL
Associated Copies:	No			Business Category:	Transactional

Product:	Bill Nelson For Sen.	Booking Group:	WFLA	Key Market:	Tampa-St. Petersburg, FL
Demographic:	(L) Household	Order:			

Ref	Sales Product Details	Rev Type	Rate	Spot Type	Nbr of Spots	09/10	09/17	Total	Cost
1	M-F 6a News ...TF..	06	325	30 Comme	Nbr of Spots	2		2	650
2	M-F 7a Today Show ..WTF..	06	450	30 Comme	Nbr of Spots	3		3	1350
3	M-F 7a Today Show M.....	06	450	30 Comme	Nbr of Spots		1	1	450
4	M-F 9a Today Show II ..W....	06	275	30 Comme	Nbr of Spots	1		1	275
5	M-F 9a Today Show II M.....	06	275	30 Comme	Nbr of Spots		1	1	275
6	M-F 4p Dr Oz ...T...	06	300	30 Comme	Nbr of Spots	1		1	300
7	M-F 530p News ..WTF..	06	450	30 Comme	Nbr of Spots	3		3	1350
8	M-F 530p News M.....	06	450	30 Comme	Nbr of Spots		1	1	450
9	M-F 6p News	06	600	30	Nbr of Spots	1		1	600
Weekly Totals: Total Spots(Ord Spots)						28	5	33	

Abar Hutton Media  
6190 Grovedale CT #200  
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL  
Submission Number 752 Issue 1



WFLA-TV  
P.O. Box 1410  
Tampa, FL 33601

PHONE (813) 228-8888

Original

Client: Bill Nelson/ D/ State Senate/ FL	Submission Cost: 16225	Campaign Ref: E:120824115
Buyer: FL	Client/Product/Estimate: . / .487	Sales Rep: HRP Washington, DC
Schedule Dates: 09/10/12 to 09/23/12	Weeks: 2	Order Ref: 06295952
Est./PO Number: 06295952	Contract type: Political	Business Type: POLITICAL
Associated Copies: No		Business Category: Transactional

Ref	Sales Product Details	Rev Type	Rate	Spot Type	09/10	09/17	Total	Cost
10	M-F 630p ET / 530p CT NBC Nightly News ..W.F..	06	1000	30 Comme	Nbr of Spots	2	2	2000
11	M-F 7p News ..W.T..	06	500	30 Comme	Nbr of Spots	2	2	1000
12	M-F 7p News M.....	06	500	30 Comme	Nbr of Spots	1	1	500
13	M-F 730p Entertainment Tonight ...TF..	06	500	30 Comme	Nbr of Spots	2	2	1000
14	Sun 7p ET / 6p CT Football Night In America .....S	06	1700	30 Comme	Nbr of Spots	1	1	1700
15	M-Su 11p News ..W.F..	06	625	30 Comme	Nbr of Spots	2	2	1250
16	M-Su Late News Late Run .....S	06	625	30 Comme	Nbr of Spots	1	1	625
17	M-Su 11p News M.....	06	625	30 Comme	Nbr of Spots	1	1	625
18	M-F 1135p ET / 1035p CT Tonight Show ..W.F..	06	325	30 Comme	Nbr of Spots	2	2	650
Weekly Totals: Total Spots(Ord Spots)					28	5	33	

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6190 Grovedale CT #200  
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL  
Submission Number 752 Issue 1



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Tampa, FL 33601

PHONE (813) 228-8888

Original

Client:	Bill Nelson/ D/ State Senate/ FL	Submission Cost:	16225	Campaign Ref:	E:120824115
Buyer:		Client/Product/Estimate:	1 / 1487	Sales Rep:	HRP Washington, DC
Schedule Dates:	09/10/12 to 09/23/12	Weeks:	2	Order Ref:	06295952
Est./PO Number:	06295952	Contract type:	Political	Business Type:	POLITICAL
Associated Copies:	No			Business Category:	Transactional

Ref	Sales Product Details	Rev Type	Rate	Spot Type	09/10	09/17	Total	Cost
19	Sat 9a News .....S.	06	150	30 Comme	Nbr of Spots 1		1	150
20	Sat 7a Today Show .....S.	06	250	30 Comme	Nbr of Spots 1		1	250
21	Sun 8a Today Show .....S	06	250	30 Comme	Nbr of Spots 1		1	250
22	Sun 9a News .....S	06	150	30 Comme	Nbr of Spots 1		1	150
23	Sun 6p News .....S	06	375	30 Comme	Nbr of Spots 1		1	375
Weekly Totals: Total Spots(Ord Spots)					28	5	33	

Grand Totals

Totals		Month 9 Weeks: 5	
Spots	Cost	09/10	09/17
33	16225	28	5
		13926	2300

Grand Totals:

Spots:	33
Gross Total:	16,225.00
Commission:	2,433.75
Net Total:	13,791.25